

Message Text

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PAGE 01 STATE 119234
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-07 /018 R

DRAFTED BY COMM/BIC/OED/SIPS/WRHAYDEN/SG
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P 241417Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: NA

TAGS: BEXP, ETEL, NI

SUBJECT: PRODUCT OPPORTUNITY - MILITARY TELECOMMUNICATIONS
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REF: A) LAGOS 1216; B) LAGOS 583

1. MR. N. D. DAKORU-WHITE, MANAGING DIRECTOR OF DOKI CO. LTD. VISITED USDOC/SIPS ON MAY 13 FROM 4:50-6:00 P.M. IT WAS NOT POSSIBLE TO PRESENT HIM WITH CATALOGS AND PRICE LISTS HE HAD REQUESTED DUE TO A SHORT NOTICE, HIS LACK OF PRECISE ADVANCE DETAILS, AND NEED FOR SIPS TO BE CERTAIN OF HIS ARRIVAL. AS YOU KNOW, HIS EARLIER VISIT ANNOUNCED REFTEL B TO PURCHASE GENERATORS WAS CANCELLED. DAKORU-WHYTE INFORMED SIPS THAT HE WOULD HAVE BEEN ACCOMPANIED BY A COLONEL WHO HEADS NIGERIAN SIGNAL CORPS, BUT THAT THEY FAILED TO MAKE CONNECTIONS IN LONDON.

2. DAKORU-WHYTE ADVISED THAT DOKI CO. PRODUCT INTEREST
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THIS VISIT WAS MULTIPAIR TELEPHONE CABLE, MILITARY TELEPHONE EXCHANGES, MILITARY TRANSMITTER AND RECEIVERS (HF, VHF) AND MILITARY LINE LAYING EQUIPMENT. HE CARRIED A LIST OF THIS EQUIPMENT REPORTEDLY WRITTEN BY THE SIGNAL CORPS CHIEF. TOTAL VALUE OF SUCH EQUIPMENT TO BE PURCHASED ESTIMATED 130 MILLION DOLLARS ACCORDING TO DAKORU-WHYTE.

3. DAKORU-WHYTE DEFERRED HIS RETURN TO NIGERIA TO ALLOW BUSINESS APPOINTMENTS TO BE MADE FOR HIM ON MAY 16. IN COMPANY OF SIPS REPRESENTATIVE HE MET REPRESENTATIVES FROM ELECTRONICS INTERNATIONAL OPERATIONS (EX COLLINS RADIO), ROCKWELL INTL; NORTH ELECTRIC; MOTOROLA; WESTERN ELECTRIC; AND E SYSTEMS. HE SPOKE BY PHONE WITH REP OF ESSEX INTL, A U.S. CABLE MANUFACTURER. HE WAS ALSO ALERTED TO NIGERIAN VISIT BY GENERAL ELECTRIC OFFICIAL ROBERT EMLER WHO SCHEDULED TO BE AT IKOYO HOTEL MAY 31- JUNE 8, AND THREE REPS OF WESTERN ELECTRIC WHO ARE TO BE IN LAGOS MAY 16-25. OF COMPANIES WITH WHOM DAKORU-WHYTE HAD CONTACT, SOME HAVE AGENTS IN NIGERIA, BUT DO NOT UNDERSTAND WHY INFORMATION ON MILITARY

TELECOM REQUIREMENTS NOT FORTHCOMING FROM THEIR AGENTS. SOME AGENTS ARE NOT NECESSARILY RESPONSIBLE FOR MILITARY EQUIPMENT SALES, SUCH AS THE AGENT FOR ESSEX. SOME BUSINESS VISITORS PROVIDED DAKORU-WHYTE WITH LITERATURE; OTHERS WILL MAKE IT AVAILABLE TO SIPS TO FORWARD TO EMBASSY FOR TRANSMITTAL TO HIM. HARRIS CORP., ITT, GTE DECLINED VISITS WITH DAKORU-WHYTE BECAUSE THEY HAVE NIGERIAN AGENTS WHO REPORTEDLY ARE AWARE OF SUBJECT SALES

OPPORTUNITIES. GTE AND HARRIS OBSERVED THAT NIGERIAN OFFICIAL HAD VISITED THEIR PLANT FACILITIES, BUT NO SALES RESULTED.

4. DAKORU-WHYTE INFORMED SIPS AND BUSINESS CONTACTS THAT FOLLOWING HIS REPORT AND CONSULTATIONS WITH SIGNAL LIMITED OFFICIAL USE

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CORPS OFFICIALS, HE PLANS TO RETURN TO U.S. IN AUGUST TO

PURSUER FURTHER DISCUSSIONS, POSSIBLY INCLUDING PLANT VISITS.

5. EMBASSY COMMENTS AND APPROPRIATE ASSISTANCE INVITED. VANCE

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